

# ALSA Board of Directors Agenda

## Board Meeting October 9, 2019

**Call to order:** 7:00 p.m. CDT

**Roll call:**

Board Members:	Cathie Kindler, President Lauren Wright, Vice-President Ron Baird, Secretary Debbie Andrews Carol Rutledge Deb Yeagle
Others:	Vern Wright, Treasurer Robin Turell, Office Manager

**I. Office Manager's Report:**

**BOD 10/9/19**

1. Memberships

As of October 2<sup>ND</sup>, 2019, we currently have 209 regular members. That is an increase of 1 member from the last meeting. Last year at this time we had 220 regular members.

We currently have 195 youth members. That is an increase of 7 youth members from the last meeting. Last year at this time we had 192 youth members.

We have 116 LIFE Members.

We have 47 judges and 8 apprentices. (One apprentice as of October 9, 2019 has dropped out)

2. Shows:

As of today, October 2<sup>nd</sup> there are currently 58 shows on the ALSA calendar. This is the same as last month. Last year at this time there were 71.

3. Grand National:

To save ALSA money, I will not be attending the 2019 ALSA Grand National Show per the ALSA Board. The ALSA office will be open and I will be available by phone for members on Thursday, Oct. 24<sup>th</sup> and Friday, Oct. 25<sup>th</sup>.

4. Discussion of office work and promotion – recap –

During the month of September, lots of posting was done for both shows that have happened in 2019 and for the Grand National Show coming up.

**Motion: To accept the Office Manager's report as presented.  
Motion by Carol. Seconded by Debbie. Motion unanimously passed.**

Office expenses for August 25 to September 25: \$2.37.

**Motion to approve and pay the Office expenses for the month of \$2.37. Motion by Ron. Seconded by Lauren. Motion unanimously passed.**

The Office Manager left the conference call at 7:07 p.m., CDT.

**II. Treasurer's Report:**

Vern Wright, Treasurer, reported that regional show expenses were beginning to be received, but he yet does not have all the income reports from the regionals. Therefore, he was not able to ascertain whether the regionals were profitable or not.

He stated ALSA would prefer to see the regionals and Grand National Show to at least finish the season without an overall loss. Such an unscathed result would help in face of ALSA's current financial condition.

At the present time, it appears the upcoming Texas clinic will be profitable, which also helps the overall financial condition.

See the financials in Appendix A attached hereto.

Vern left the conference call at 7: 20 p.m. CDT.

**III. Committee Reports:**

***Alpaca*** - Chair: Mary Reed, Liaison: Deb

No report submitted.

***By-laws and Standing Rules*** – Chair: Lougene Baird, Liaison: Carol

The Committee has not received Bylaw changes to put before the membership or Board approved Standing Rules changes. The up-to-date Bylaws and Standing Rules are each accessible using the buttons on the ALSA home page.

Respectfully,  
Lougene Baird, Chair

***Elections*** - Chair: Lougene Baird, Liaison: Cathie

There is no activity in the Election Committee. ALSA will not have a General Election for Directors as there remain no openings. The next election will be in the fall of 2020. Nominations will begin in July 2020.

Respectfully,  
Lougene Baird, Chair

***Ethics*** - Chair: Cheryl Lambert, Liaison: Cathie

There is nothing to report at present.  
Respectfully Submitted  
Cheryl Lambert  
Ethics Chair

**Finance & Budget** - Chair: Vern Wright, Liaison: Ron

Please refer to the Treasurer's report that is presented above and appended hereto.

**Fleece** - Chair: Judy Glaser, Liaison: Deb

No report submitted

**Grand National** - Chair: Sandi Auld, Liaison: Lauren

No report submitted. Please see discussion under Old Business.

**Handbook** – Chair: Adryce Mathisen, Liaison: Carol

The Handbook committee would like to know if the BOD will be allowing changes to the Handbook this year, or, since the Handbook was updated so late in the year, postpone any changes until next year.?? If changes are to be allowed, I request the BOD members contact their committees to send in the changes as none have been received yet.

The schedule regarding changes to the Handbook ( Handbook Part B Section

1.C.2.) is as follows:

- 1.?? Committees submit changes to the Handbook Committee by Oct. 31,
- 2.?? Handbook committee Submits changes to the BOD by Nov. 30,
- 3.?? Changes are effective Jan 1.

Thanks – Adryce

Discussion ensued regarding the Handbook. The Board felt the committee had accomplished significant and impressive work on the Handbook during the previous year and certainly needs to be thanked again for its efforts. That edition of the Handbook was approved and became effective just a few months ago.

One possible rule change discussed was the idea of conforming ALSA's definition of senior youth to that of the ILR, so that dual shows would have more uniformity and consistency between the organizations. One point particularly brought up in this discussion was that some high school seniors are 19 years old, but they still are in high school. Some Board members felt this change would be disadvantageous to younger seniors, for instance those only 15 years old. But, it was pointed out, younger exhibitors in all age groups must compete against older more experienced members of all age groups.

After much discussion, the following Motion was proposed:

**Motion: Raise the Senior Youth maximum age limit to 19 years of age. Motion by Deb. Seconded by Lauren. Roll call vote was as follows: Yes: Lauren, Ron, Debbie, Deb. No: Carol. Motion passed.**

**Judges'** - Chair: Cyndi Ernst, Liaison: Ron

Memos are being prepared for distribution to all Judges concerning a variety of subjects of which they should be aware and diligent in following when they are on a judging assignment.

Cyndi Ernest  
Chair

**Motion: Approve the revised Alpaca and Llama Fleece Placing Cards as proposed by the Judges' Committee. Motion by Ron. Seconded by Deb. Motion unanimously passed.**

**Membership** - Chair: open, Liaison: Debbie

No report submitted

**Performance** - Chair: Anna Reese, Liaison: Carol

There is nothing to report at this time.

Thank you,  
Anna Reese

**Protest** - Chair: Cheryl Lambert, Liaison: Ron

Nothing to report.

Respectfully Submitted  
Cheryl Lambert  
Protest Chair

**Publications, Promotions, Marketing and Web Site** - Chair: Open, Liaison:

Deb

No report submitted.

**Regional Committee** - Chair: Susan Leslie, Liaison: Deb

No report submitted

**Show Management, Policy & Planning Committee**—Chair: Kathy Devaul,

Liaison: Lauren

No report submitted.

**Youth Committee** - Chair: Robin Sturgeon – Liaison: Carol

The Youth Committee Chair brought it to my attention that there is an incorrect statement in the August 14, 2019, Minutes under the Performance Committee Report. The statement reads that the Youth Committee wants to reach out to the ILR to reduce its senior youth age limit to 18. It should read *Performance Committee*, not *Youth Committee*. My apologies for the oversight.

Carol Rutledge

**III. Old Business:**

**A. Grand National update and discussion**

Discussion revolved around the T-shirts and sweatshirts that are being manufactured for this year's Grand National Show. Deb pointed out it would be great if people would order them in advance so they could wear them on opening day. Robin will be asked by Sandi, the Grand National Superintendent, to issue an E-Blast about the shirts' and sweats' availability so members can obtain them in advance of the show.

**IV. New Business:**

- A.**
1. What exactly is Robin backing up on the hard drive?
  2. Talking to Jimmy he explained the Carbonite backup was just the shell program to access our web-based data. It contains no actual data just the ability to access the web-based program off line.
  3. To back up the live ALSA data we need to pay more to Carbonite to add another computer (ALSA paid for one computer) so Jimmy can link the Web Server. He is willing to create this link once we have two computer access.
  4. We need to update the Carbonite account as it is in Robins name and on her credit card.
  5. We need to change Robins Carbonite account to ALSA
  6. We need to pay for 2 computer access with Carbonite.
  7. Contact Jimmy to get our data backed up on Carbonite

In this regard, after the Grand National Show is completed, Vern will take the Grand National computer and use it to back up ALSA files. Further discussion on this matter will be deferred until Vern can be on a conference call to explain what he intends to accomplish.

- B.** Member notification relative to Robin's non-attendance at Grand National Show in 2019.

Cathie will draft an E-Blast to members, explaining that Robin will not be attending the 2019 Grand National Show in her position as Office Manager.

- C.** Add Treasurer to the website as an officer and non-voting member of the ALSA Board.

This addition to the website will be sent to Robin to put on the ALSA website for member information.

The next regular Board meeting will be November 13, 2019 at 7:00 p.m. CDT.

**Motion to Adjourn at 7:51 p.m. CDT. Motion by Carol.  
Seconded by Ron. Motion unanimously passed.**

**The ALSA Board of Directors may convene in Executive Session to discuss personnel matters, any items on this agenda or to consult with Legal and/or Accounting Counsel.**

**Appendix A**

**September, 2019 Financial Statements**

**Balance Sheet**

	<u>Sep 30, 19</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
Chase - Operating	6,367.72
Chase Savings Account	20,001.01
Youth Scholarship Account	<u>3,904.64</u>
<b>Total Checking/Savings</b>	<u>30,273.37</u>
<b>Total Current Assets</b>	<u>30,273.37</u>
<b>TOTAL ASSETS</b>	<u><u>30,273.37</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable	<u>-4,150.00</u>
<b>Total Accounts Payable</b>	<u>-4,150.00</u>
<b>Total Current Liabilities</b>	<u>-4,150.00</u>
<b>Total Liabilities</b>	-4,150.00
<b>Equity</b>	
Opening Bal Equity	49,204.42
Retained Earnings	339.45
Net Income	<u>15,120.50</u>
<b>Total Equity</b>	<u>34,423.37</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>30,273.37</u></u>

**Profit and Loss Statement**

	<u>Jan - Sep 19</u>	<u>Jan - Sep 18</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
<b>a MEMBERSHIP REVENUE</b>				
2018 Adult Membership	0.00	7,413.40	7,413.40	-100.0%
2018 Youth Membership	0.00	3,716.05	3,716.05	-100.0%

2019 Adult Membership	7,776.55	367.55	7,409.00	2,015.78 %
2019 Youth Membership	<u>4,359.55</u>	<u>48.97</u>	<u>4,310.58</u>	8,802.49 %
<b>Total a MEMBERSHIP REVENUE</b>	12,136.10	11,545.97	590.13	5.11%
<b>ALSA SHOW FEES</b>				
Adult Showmanship Numbers	57.45	80.00	-22.55	-28.19%
Animal Number Transfer	61.84	296.39	-234.55	-79.14%
Animal Recording Numbers	1,555.41	1,448.52	106.89	7.38%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	2,444.77	2,098.10	346.67	16.52%
Show Entry Fee	12,476.57	13,573.00	1,096.43	-8.08%
ALSA SHOW FEES - Other	<u>0.00</u>	<u>431.00</u>	<u>-431.00</u>	<u>-100.0%</u>
<b>Total ALSA SHOW FEES</b>	16,596.04	17,952.01	1,355.97	-7.55%
ALSA T Shirt	763.00	0.00	763.00	100.0%
<b>GRAND NATIONAL</b>				
a Sponsorships	96.35	1,208.39	1,112.04	-92.03%
Entries	387.00	0.00	387.00	100.0%
Overpayments	<u>141.75</u>	<u>0.00</u>	<u>141.75</u>	<u>100.0%</u>
<b>Total GRAND NATIONAL</b>	625.10	1,208.39	-583.29	-48.27%
<b>Income</b>				
Interest Income	<u>0.00</u>	<u>0.80</u>	<u>-0.80</u>	<u>-100.0%</u>
<b>Total Income</b>	0.00	0.80	-0.80	-100.0%
<b>JUDGE REVENUE</b>				
2018 Judges Dues	0.00	900.00	-900.00	-100.0%
2019 Judges Dues	2,082.05	0.00	2,082.05	100.0%
Judges' Clinics Fees	<u>1,612.80</u>	<u>100.00</u>	<u>1,512.80</u>	<u>1,512.8%</u>
<b>Total JUDGE REVENUE</b>	3,694.85	1,000.00	2,694.85	269.49%
<b>REGIONAL REVENUE</b>				
<b>Central Regional</b>				
Entry Fees	<u>216.82</u>	<u>0.00</u>	<u>216.82</u>	<u>100.0%</u>
<b>Total Central Regional</b>	216.82	0.00	216.82	100.0%
<b>Rocky Mountain Regional</b>				
Entry Fees	48.10	1,515.00	1,466.90	-96.83%
Stall Fees	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
<b>Total Rocky Mountain Regional</b>	48.10	1,557.00	1,508.90	-96.91%
<b>Western Regional Inc</b>				
Entry Fees	<u>77.05</u>	<u>231.45</u>	<u>-154.40</u>	<u>-66.71%</u>
<b>Total Western Regional Inc</b>	<u>77.05</u>	<u>231.45</u>	<u>-154.40</u>	<u>-66.71%</u>
<b>Total REGIONAL REVENUE</b>	341.97	1,788.45	1,446.48	-80.88%
Showing/Internet Ads/Web Link	20.00	0.00	20.00	100.0%
<b>z OTHER INCOME</b>				
H Hand Book Sales	0.00	15.00	-15.00	-100.0%

<b>Interest Earned</b>				
Interest Earned Investment	0.00	2.29	-2.29	-100.0%
Interest Earned YS	<u>0.00</u>	<u>0.29</u>	<u>-0.29</u>	<u>-100.0%</u>
<b>Total Interest Earned</b>	0.00	2.58	-2.58	-100.0%
Misc. Income	15.00	10.00	5.00	50.0%
Website Income	<u>96.90</u>	<u>120.00</u>	<u>-23.10</u>	<u>-19.25%</u>
<b>Total z OTHER INCOME</b>	<u>111.90</u>	<u>147.58</u>	<u>-35.68</u>	<u>-24.18%</u>
<b>Total Income</b>	<u>34,288.96</u>	<u>33,643.20</u>	<u>645.76</u>	<u>1.92%</u>
<b>Gross Profit</b>	34,288.96	33,643.20	645.76	1.92%
<b>Expense</b>				
<b>a GRAND NATIONAL E</b>				
Awards	833.96	0.00	833.96	100.0%
Awards - Youth	0.00	456.00	-456.00	-100.0%
Caterer	0.00	500.00	-500.00	-100.0%
Facility	1,000.00	500.00	500.00	100.0%
Judges				
Travel or Room	<u>541.02</u>	<u>952.84</u>	<u>-411.82</u>	<u>-43.22%</u>
<b>Total Judges</b>	541.02	952.84	-411.82	-43.22%
Misc. Office	111.77	0.00	111.77	100.0%
Ribbons / Awards	2,821.45	3,050.86	-229.41	-7.52%
Storage Unit	<u>220.00</u>	<u>756.00</u>	<u>-536.00</u>	<u>-70.9%</u>
<b>Total a GRAND NATIONAL E</b>	5,528.20	6,215.70	-687.50	-11.06%
ALSA T-shirts	323.04	0.00	323.04	100.0%
<b>B.O.D. EXPENSES</b>				
BOD Conference Calls	435.49	58.50	376.99	644.43%
BOD Mailing	<u>0.00</u>	<u>6.05</u>	<u>-6.05</u>	<u>-100.0%</u>
<b>Total B.O.D. EXPENSES</b>	435.49	64.55	370.94	574.66%
<b>BANKING FEES</b>				
Credit Card Fees	<u>0.00</u>	<u>395.49</u>	<u>-395.49</u>	<u>-100.0%</u>
<b>Total BANKING FEES</b>	0.00	395.49	-395.49	-100.0%
Corporation Renewal	487.00	46.03	440.97	958.01%
<b>ELECTION COMMITTEE</b>				
Electronic Election	<u>0.00</u>	<u>348.03</u>	<u>-348.03</u>	<u>-100.0%</u>
<b>Total ELECTION COMMITTEE</b>	0.00	348.03	-348.03	-100.0%
<b>EXECUTIVE OFFICE - NEW</b>				
Computer Backup	0.00	333.98	-333.98	-100.0%
Constant Contact Eblast Expense	621.00	360.00	261.00	72.5%
Contract Labor - Robin	32,850.00	29,200.00	3,650.00	12.5%
Internet				
Go To My PC	0.00	133.92	-133.92	-100.0%
Internet - Other	<u>0.00</u>	<u>97.41</u>	<u>-97.41</u>	<u>-100.0%</u>
<b>Total Internet</b>	0.00	231.33	-231.33	-100.0%
Office Supplies	541.16	999.77	-458.61	-45.87%



Postage	354.93	576.41	-221.48	-38.42%
Telephone				
ALSA Phone/iPad	1,064.60	0.00	1,064.60	100.0%
Internet Usage	339.10	1,396.66	1,057.56	-75.72%
Telephone - Other	178.18	1,143.32	-965.14	-84.42%
<b>Total Telephone</b>	<u>1,581.88</u>	<u>2,539.98</u>	<u>-958.10</u>	<u>-37.72%</u>
<b>Total EXECUTIVE OFFICE - NEW</b>	35,948.97	34,241.47	1,707.50	4.99%
<b>HANDBOOK COMMITTEE</b>				
Binders	0.00	67.75	-67.75	-100.0%
<b>Total HANDBOOK COMMITTEE</b>	0.00	67.75	-67.75	-100.0%
<b>Insurance</b>				
Board of Directors	485.00	485.00	0.00	0.0%
Show/Event Liability	1,240.82	1,078.32	162.50	15.07%
<b>Total Insurance</b>	1,725.82	1,563.32	162.50	10.4%
<b>IR</b>				
<b>S</b>	36.37	0.00	36.37	100.0%
<b>JUDGES CLINICS</b>				
Instructors Fees	1,050.00	0.00	1,050.00	100.0%
<b>Total JUDGES CLINICS</b>	1,050.00	0.00	1,050.00	100.0%
<b>JUDGES COMMITTEE</b>				
Badges	77.61	0.00	77.61	100.0%
Printing	282.71	0.00	282.71	100.0%
Shipping	110.00	0.00	110.00	100.0%
<b>Total JUDGES COMMITTEE</b>	470.32	0.00	470.32	100.0%
<b>Legal-Prof Fees</b>				
Legal-Prof Fees; TAX PREP	600.00	680.00	-80.00	-11.77%
Legal-Prof Fees - Other	350.00	0.00	350.00	100.0%
<b>Total Legal-Prof Fees</b>	950.00	680.00	270.00	39.71%
<b>PUBLICATIONS COMMITTEE</b>				
Commission, "Showing"	228.00	0.00	228.00	100.0%
<b>Total PUBLICATIONS COMMITTEE</b>	228.00	0.00	228.00	100.0%
<b>REGIONAL SHOW EXPENSE</b>				
BUCKEYE REGIONAL E	0.00	680.08	-680.08	-100.0%
CENTRAL REGIONAL E				
Awards, Ribbons	81.10	725.98	-644.88	-88.83%
<b>Total CENTRAL REGIONAL E</b>	81.10	725.98	-644.88	-88.83%
ROCKY MOUNTAIN REGIONAL E				
Judge Expense	0.00	585.91	-585.91	-100.0%
Judges Fees	0.00	600.00	-600.00	-100.0%
Misc. Expense	48.10	0.00	48.10	100.0%
Ribbons	0.00	259.09	-259.09	-100.0%
<b>Total ROCKY MOUNTAIN REGIONAL E</b>	48.10	1,445.00	1,396.90	-96.67%
SOUTHEASTERN REGIONAL E				

Awards, Ribbons	0.00	844.99	-844.99	-100.0%
<b>Total SOUTHEASTERN REGIONAL E</b>	<b>0.00</b>	<b>844.99</b>	<b>-844.99</b>	<b>-100.0%</b>
<b>WESTERN REGIONAL Exp</b>				
Awards/Ribbons	0.00	287.83	-287.83	-100.0%
Facility Fee	0.00	600.00	-600.00	-100.0%
<b>Total WESTERN REGIONAL Exp</b>	<b>0.00</b>	<b>887.83</b>	<b>-887.83</b>	<b>-100.0%</b>
<b>REGIONAL SHOW EXPENSE - Other</b>	<b>1,597.05</b>	<b>0.00</b>	<b>1,597.05</b>	<b>100.0%</b>
<b>Total REGIONAL SHOW EXPENSE</b>	<b>1,726.25</b>	<b>4,583.88</b>	<b>2,857.63</b>	<b>-62.34%</b>
<b>YOUTH COMMITTEE</b>				
Scholarship	500.00	1,000.00	-500.00	-50.0%
<b>Total YOUTH COMMITTEE</b>	<b>500.00</b>	<b>1,000.00</b>	<b>-500.00</b>	<b>-50.0%</b>
<b>Total Expense</b>	<b>49,409.46</b>	<b>49,206.22</b>	<b>203.24</b>	<b>0.41%</b>
<b>Net Income</b>	<b>-15,120.50</b>	<b>-15,563.02</b>	<b>442.52</b>	<b>2.84%</b>



